



# SERVICES Request for Proposal (RFP) Tutorial



#### Introduction



- This briefing will introduce the Request for Proposal (RFP) process
- Requests for Proposals (RFPs) must be created by a Contracting Officer or Contract Specialist using the CHESS IT e-mart <a href="https://chess.army.mil">https://chess.army.mil</a>
- You will learn:
  - CHESS IT e-mart Registration
  - How a Contracting Officer or Contract Specialist creates and submits an RFP
  - How to create a draft RFP
  - How a Contracting Officer or Contract Specialist manages an RFP
    - Amending an RFP
    - Canceling an RFP
    - Transferring an RFP
  - How a Vendor views and responds to an RFP response
  - How a Contracting Officer or Contract Specialist can view RFP submissions

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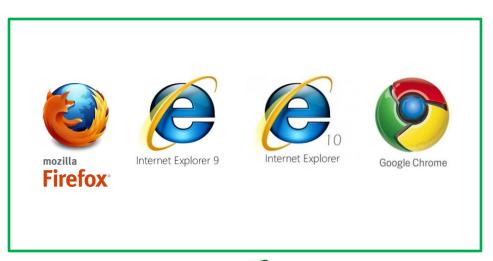


# CAUTION



#### **Please NOTE:**

 The RFP process runs best in Firefox, Internet Explorer 9 or 10 and Google Chrome.



#### $\underline{Not\ Recommended}$







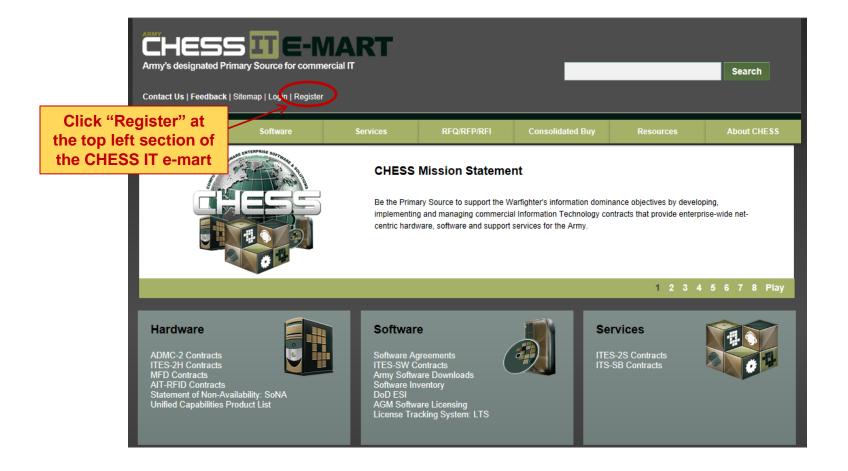
# **The RFP Process**



# Step 1 - Register



 If you do not have an account with the CHESS IT e-mart you must first register in order to gain access to the RFI Manager.



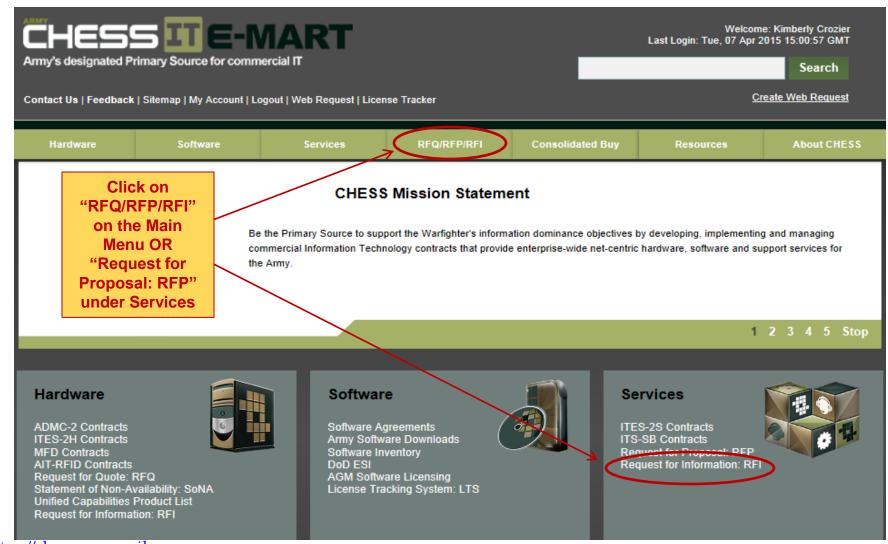
# Step 2 - Create an Account



address, please register wi	the a new account. Without an enterprise e-mail address, you will not be able to utilize the CAC logon functionality. If you have an enterprise e-mail in that address.  be a minimum of 15 characters in length. In addition, each password must contain:  tters	
New Account  Title/Rank:  First Name:	Job Description:	
Email: Password: Confirm Password:	None None	
Address 1: City:	Address 2:  State:  Commercial Phone:  evt.	Fill out the form using a mail.mil account for your email address
DSN Phone: Service Or Agency:	Fax Number:	and select "Register"
Major Command:	Register	

# **Step 3 - Access the RFP Online Tool**





https://chess.army.mil

# Step 4 - Log into the CHESS IT e-mart

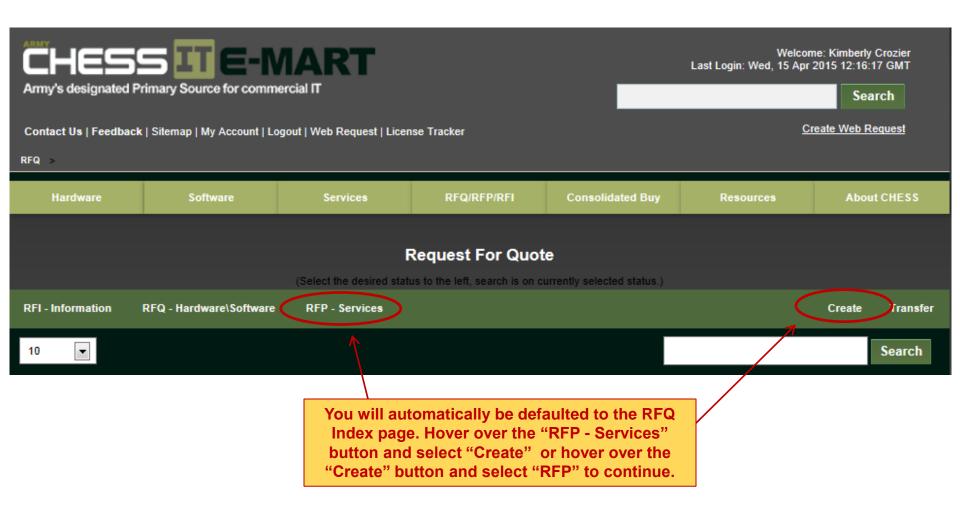


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Army's designated	Primary Source for comme						in to	will need to access the process.	e RFP in you
Hardware Services RFQ/RFP/RFI Consolidated Buy Res					Resou	home	e page – c	ned to the - click on	
		Army's designated	Primary Source for commer	IART			the	RFQ/RFF link agai	
Login		Contact Us   Feedba	nck   Sitemap   Login   Register						
Please enter your	r user name and password	Hardware	Software	Services	RFQ/RFP/RFI	Consolida	ated Buy	Resources	About CHESS
Email Address:		Login							
Password:		Account E-mail:	kimberly.k.crozier.ctr@mail	l.mil					
Recover Passy	ord	Recover Passy							
	Password Log creen	- register it you	osirt nave un account.		Login				
			Login					CAC Lo	g in Screen

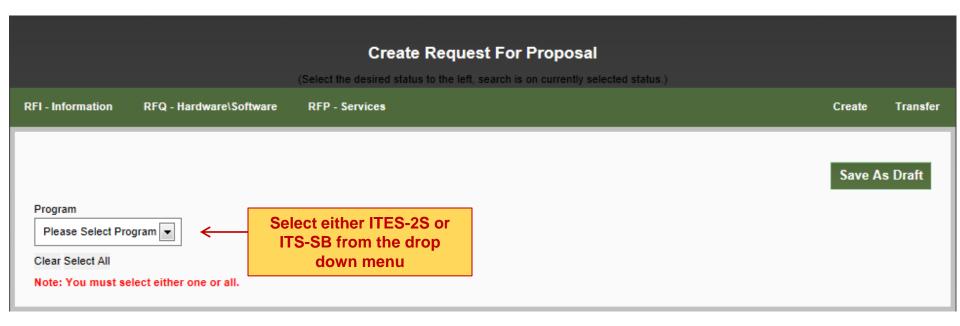
### **Step 5 - Create an RFP**





# **Step 6 - Select Type of Request**





# **Step 7 - Select Vendors**



Create Request For Proposal  (Select the desired status to the left, search is on currently selected status.)						
RFI - Information	RFQ - Hardware\Software	RFP - Services		Create Transfer		
Program				Save As Draft		
Vendors	•					
W91QUZ-07-D-0 W91QUZ-07-D-0 W91QUZ-07-D-0 W91QUZ-07-D-0 W91QUZ-07-D-0	0020 : CACHISS, Inc. 0001 : Harris IT Services 0002 : Pragmatics, Inc. 0003 : BAE 0004 : NCHInformation Systems 0005 : Northrop Grumman					
	elect either one or all.					
		Select all vendors unless the requirement meets one of the exceptions as defined in FAR 16.505 (b) or DFARS 216.505-70.				

# **Step 8 - Enter Requirement**



Request	l Name

RFP Test #1

(1) Name the RFP

#### Description

Enter the details of your requiest. Provide a quantity for each product. Include sufficient information/details about your requirement so that the vendor can provide you with an accurate quote. Include POC information if there is someone the vendors can call/email if there are questions about the requirement. NOTE: You are limited to 4000 characters. Use the file attachment feature below if you need more space

This is a test.

(2) Enter information about the RFP. Please be sure to provide proposal delivery instructions (e.g. email, hardcopy) in your RFP posting.

# **Step 9 - Add Attachments**



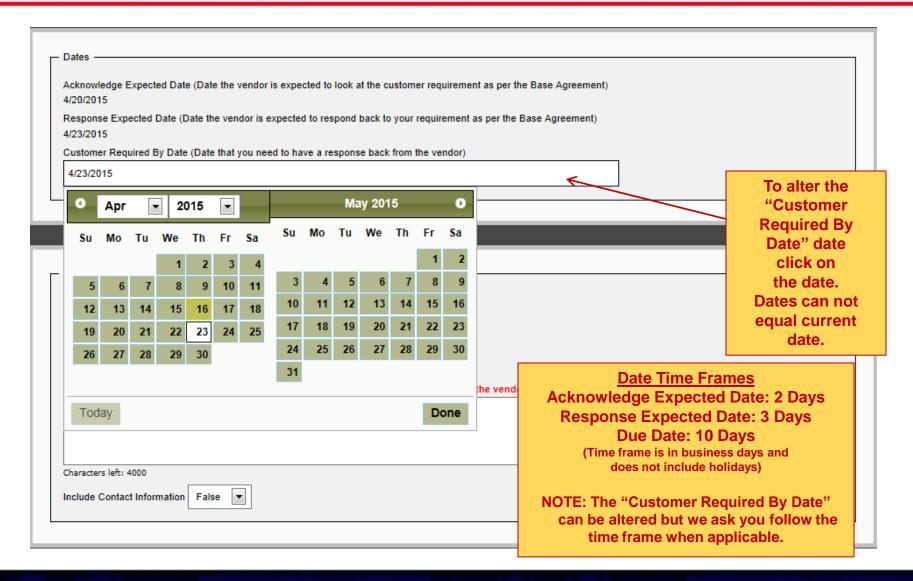
Notice: Please ensure uploaded attachments DO NOT contain vendor proprietary information (competitor pricing, discounts, etc.). This is unfair competition. Instances of this will be reported to the CHESS Product Leader (PL).					
Attachments					
Only the following file types will be accepted:					
Adobe Acrobat PDF (.pdf)					
Exoel (.xls & .xlsx)					
TIFF Files (.tif)					
WinZip Files (.zip )					
Word (.doc & .docx)					
You may upload with a maximum file size of 5 megabytes (MB) per file.					
	Browse				
	Browse				
	Browse				
Browse					
Browse					
You may attach up to 5					

files of 5MB each.
(The system accommodates
Word, Excel, PDF, TIF, and
WinZip files)

NOTE: Please DO NOT add an attachment with other vendor pricing!

# Step 10 - Dates





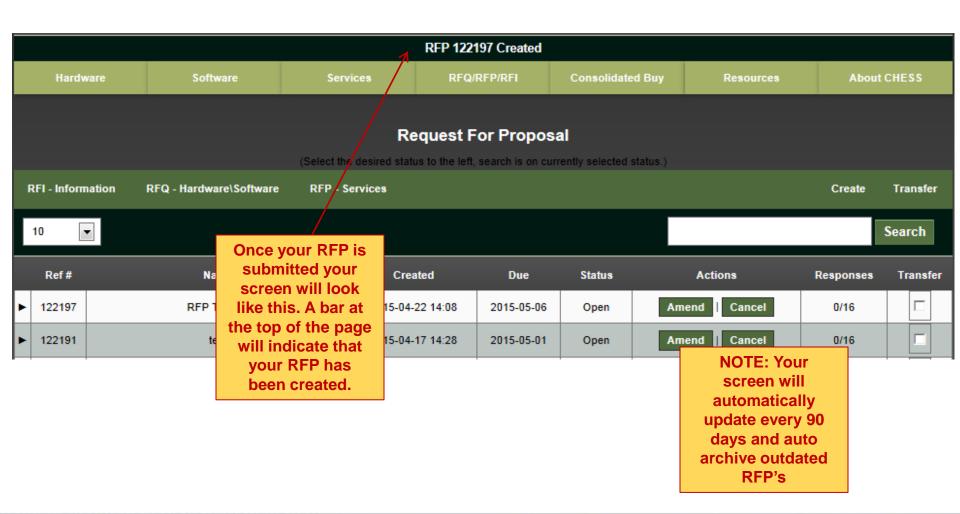
# Step 11 - POC, Questions, Submit RFP



E F Customer P	POC:  Kimberly Crozier  kimberly k.crozier.ctr@mail.mil  Requestor Role:  Contract Specialist	Non-Army	Submit contact information about end user. This information is maintained by CHESS, but not shared with vendors.
Is this a per	s About Your Proposal Request  formance based task order?  w Requirement?  Order in compliance with the Clinger-Cohen Act?	Click to submit RF	Yes No No Yes No No Submit Cancel

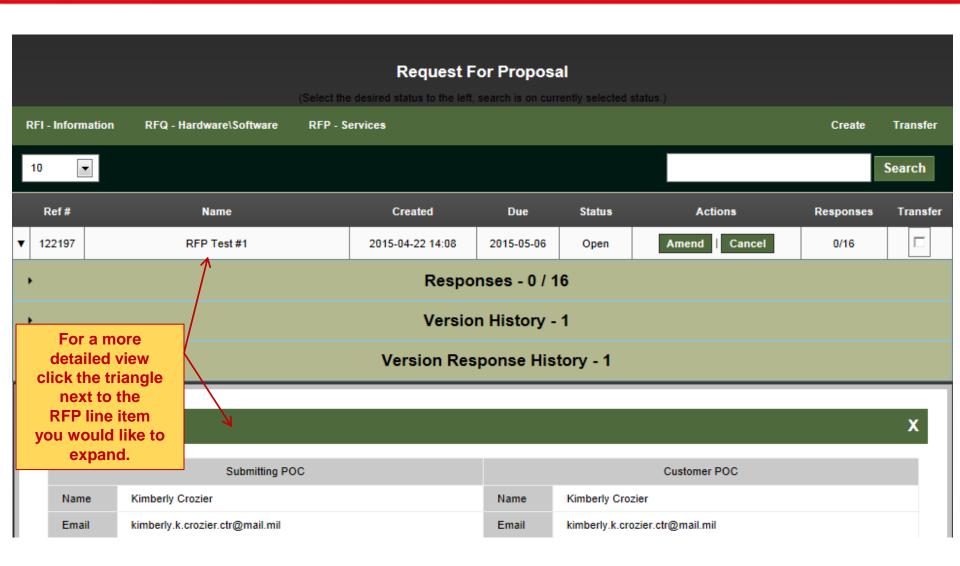
# View of successfully submitted RFP





# View of successfully submitted RFP





#### **The RFP Process After Submission**



- Contracting Officer or Contract Specialist and vendor will receive RFP notification via email from CHESS IT e-mart.
- The vendor responds to the RFP.
- The Contracting Officer or Contract Specialist receives email notification that RFP responses have been posted to their RFP Manager.
- The Contracting Officer or Contract Specialist logs back into the RFP Manager to view responses.

# **Email to Contracting Officer or Contract Specialist**



 Once your RFP is submitted you will receive an email from CHESS like the one below.

You have just successfully submitted a new Request for Proposal (RFP) through the CHESS IT e-mart. Details of your request are below:

Title: RFP TEST #1 Program: ITES-2S

Reference Number: 122212

**Description: TEST** 

Date Created: 5/5/2015

Customer Required By Date: 5/19/2015

Vendors Selected: Apptis Inc., IBM, Lockheed Martin, Northrop Grumman, NCI Information Systems, Dell Federal Systems, CSC, HP Enterprise Services, BAE, STG, Inc., Booz Allen Hamilton, Inc., CACI ISS,

Inc., SAIC, General Dynamics, Pragmatics, Inc., Harris IT Services

You may also view the details of your Request by logging into your Request Manager.

Please check your Request Manager regularly to see if you have received any responses from the vendors.

Thank you for using the CHESS IT e-mart system!

Please feel free to contact CHESS at: (888) 232-4405 if you have any questions.

"PLEASE NOTE THIS IS PROPRIETARY INFORMATION AND SHOULD NOT BE SHARED WITH OTHER VENDORS."

# **Email to Vendor(s)**



 Each vendor receives an email, which looks similar to this one, alerting them of your RFP.

> Classification: UNCLASSIFIED Caveats: NONE The CHESS IT e-mart has brought you a potential customer! By accessing the RFP below, you are acknowledging the receipt of the RFP. Please coordinate with the customer concerning their pending RFP by logging into the RFP Manager. Keep in mind that CHESS customers are awaiting your response, and your timeliness in addressing their RFPs is greatly appreciated. Thank you for using the CHESS IT e-mart system! Please feel free to contact CHESS at: (888) 232-4405 if you have any questions. Classification: UNCLASSIFIED Caveats: NONE

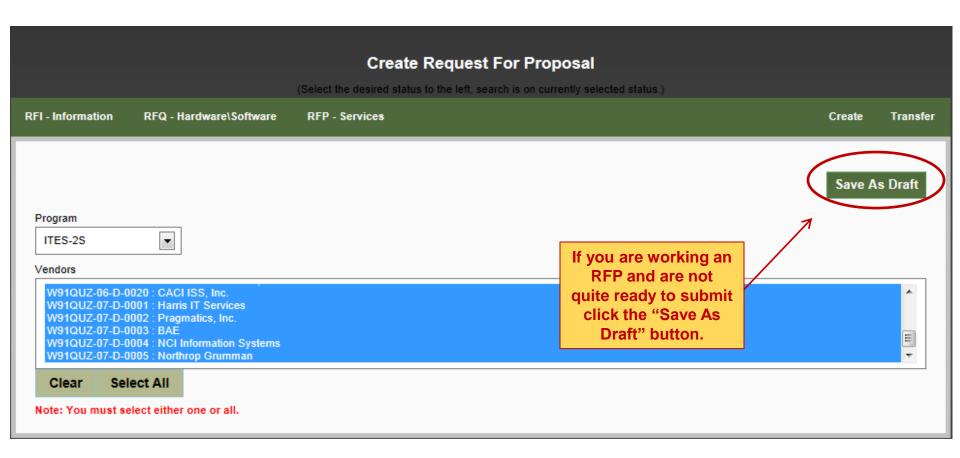


# **Creating a Draft RFP**



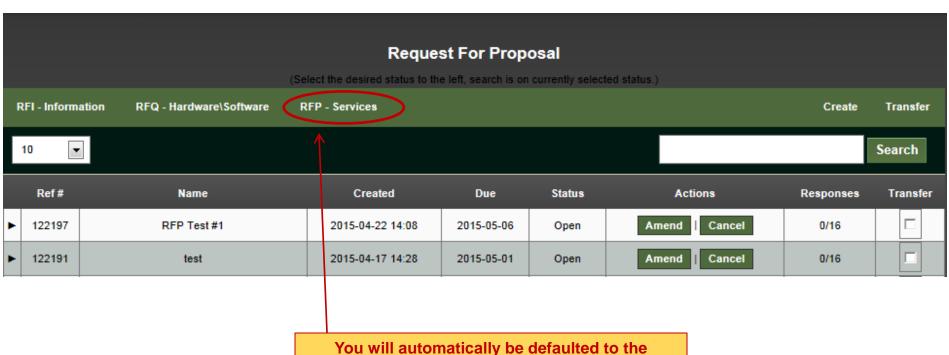
# **Step 1 - Save as Draft**





# **Step 2 - View RFP Drafts**

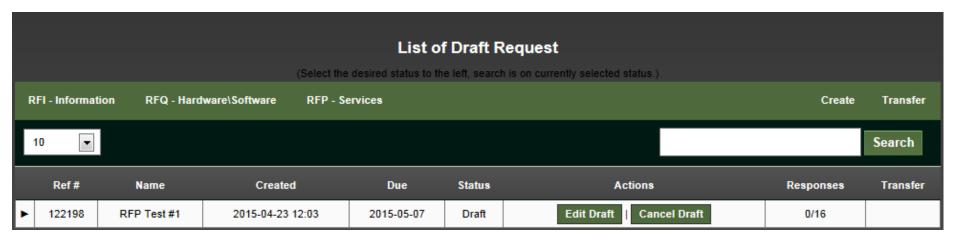




RFQ-Hardware Index page. Hover over the "RFP-Services" button and select "Draft" for a list of your Draft Requests.

# Step 2 - View RFP Drafts continued

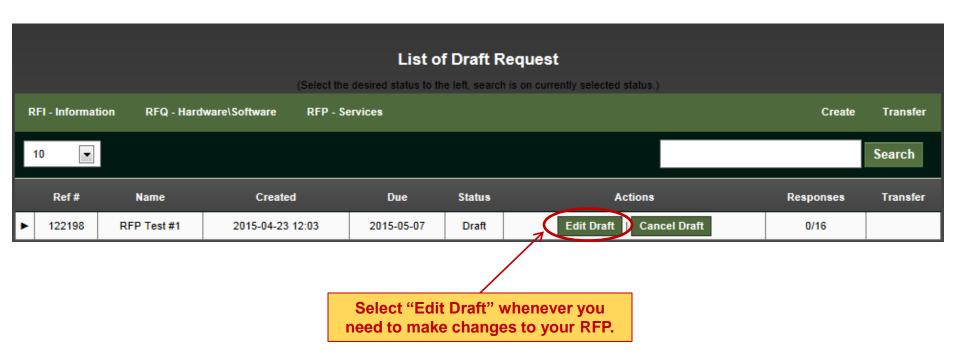




On this page all the Drafts RFP's you are currently working on will be listed.

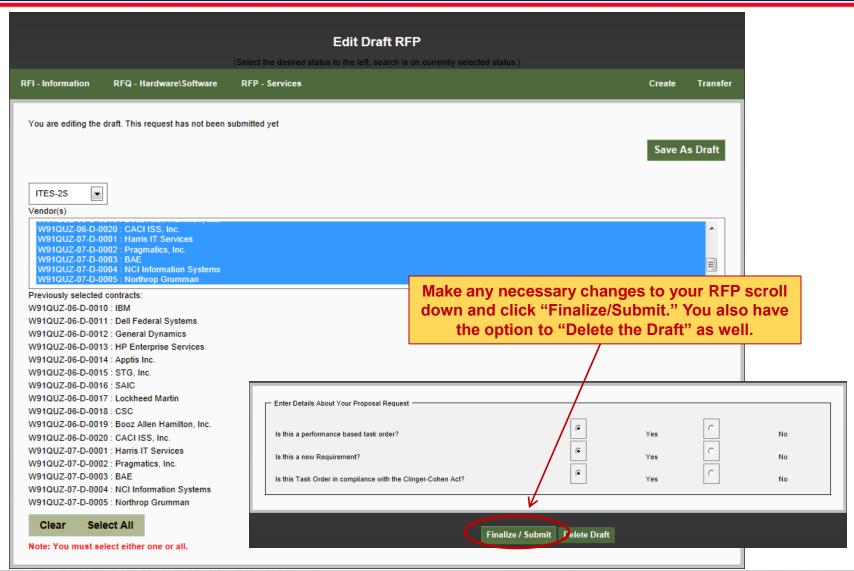
# Step 3 - Edit Draft





# Step 4 - Make Changes & Submit





# View of successfully submitted RFP



		Yo	our request is submit	tted.				
Hardware	Software	Services	RFQ/RFP/RFI	Consolid	dated Buy	Resources	Abou	ıt CHESS
		Re (Select the desired statu	quest For Prop		ted status.)			
RFI - Information	RFQ - Hardware\Software	RFP - Services					Create	Transfer
10								Search
Ref#	Name	Created	Due	Status		Actions	Responses	Transfer
► 122198	RFP Test #1	2015-04-23 12:0	3 2015-05-07	Open	Amer	nd   Cancel	0/16	
	Once your F submitted screen will like this bar at the t the page indicate tha RFP has b submitte	your look . A op of will t your een						

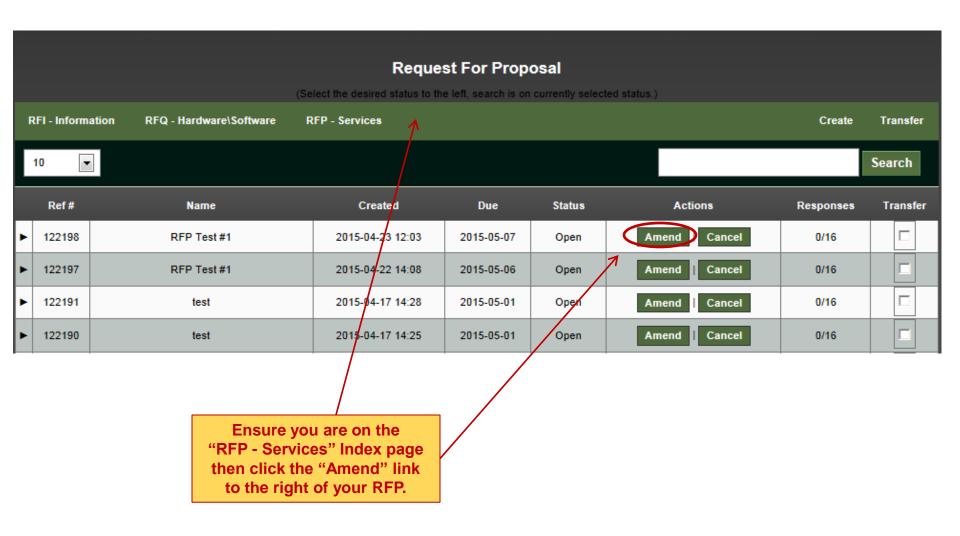




The **Amendment** feature allows you to:

- Update an RFP at any time in the process
- Clarify the details of a requirement
- Notify vendors of updates or new deadlines





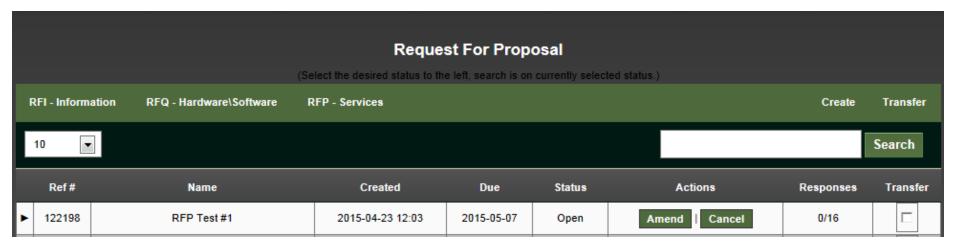


RFI - Information RFQ - Hardware\Software	RFP - Services	Create	Transfe
Program: ITES-2S Contracts: W91QUZ-06-D-0010 - IBM W91QUZ-06-D-0011 - Dell Federal Systems W91QUZ-06-D-0012 - General Dynamics W91QUZ-06-D-0013 - HP Enterprise Services W91QUZ-06-D-0014 - Apptis Inc. W91QUZ-06-D-0015 - STG, Inc. W91QUZ-06-D-0016 - SAIC W91QUZ-06-D-0017 - Lockheed Martin W91QUZ-06-D-0018 - CSC W91QUZ-06-D-0019 - Booz Allen Hamilton, Inc. W91QUZ-06-D-0020 - CACI ISS, Inc. W91QUZ-07-D-0001 - Harris IT Services W91QUZ-07-D-0002 - Pragmatics, Inc. W91QUZ-07-D-0003 - BAE W91QUZ-07-D-0004 - NCI Information Systems W91QUZ-07-D-0005 - Northrop Grumman			
Request Name			
Description Enter the details of your request. Provide a quantif quote. Include POC information if there is someon attachment feature below if you need more space.  This is a test.	Update information in the Description field as required.	 o that the vendor can provide you with ar You are limited to 4000 characters. Use	



Attachments  Only the following  Adobe Acroba  Excel (.xds & .xd)  TIFF Files (.tif)  WinZip Files (.dd)	file types will be accepted:  PDF (.pdf) sx)	unts, etc.). This	s is unfair competition.
		Browse	
		Browse	You may attack up to 5
This allows you to		Browse	You may attach up to 5 files of 5MB each.
attach new files.		Browse	(The system accommodates
NOTE: Your original		Browse	Word, Excel, PDF, TIF, and WinZip files)
files are still attached. Only add additional attachments if those files need to be updated or a new file is to be submitted.  Customer Requir	ected Date (Date the vendor is expected to look at the customer requirement as per the Base Agreement)  ed Date (Date the vendor is expected to respond back to your requirement as per the Base Agreement)  ed By Date (Date that you need to have a response back from the vendor)		





Once your RFP is amended your screen will look like this.

NOTE: The Status column will not change for the RFP you recently amended.



# **Canceling an RFP**

# **Canceling an RFP**

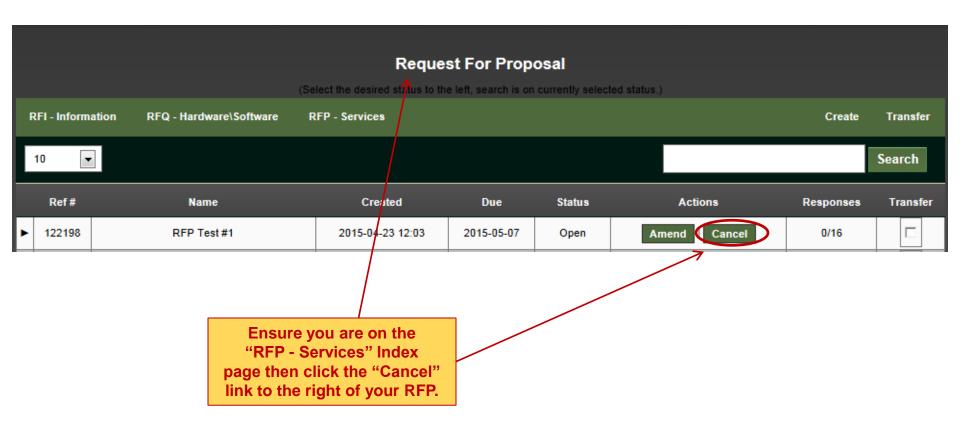


The **Cancel** feature allows you to:

- Cancel an RFP at any time in the process
- Notify vendors of updates and the cancellation of an RFP
- The Contracting Officers or Contract Specialists may both cancel RFPs

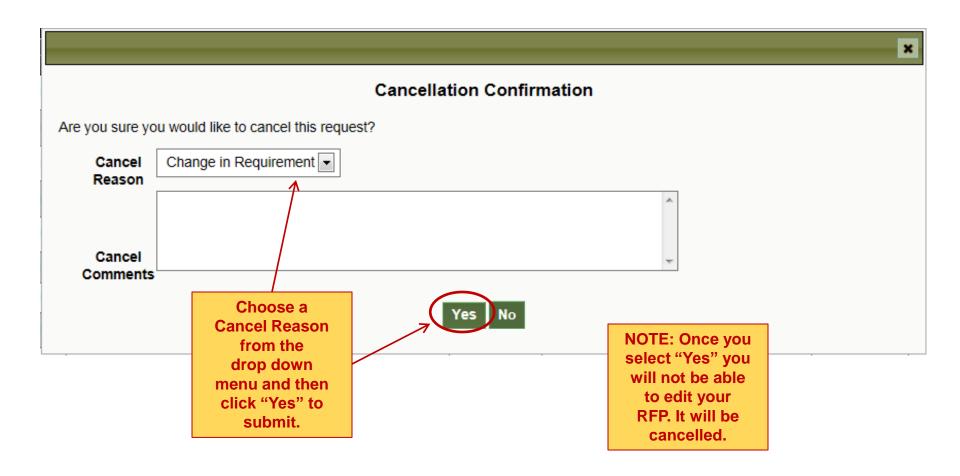
## **Canceling an RFP**





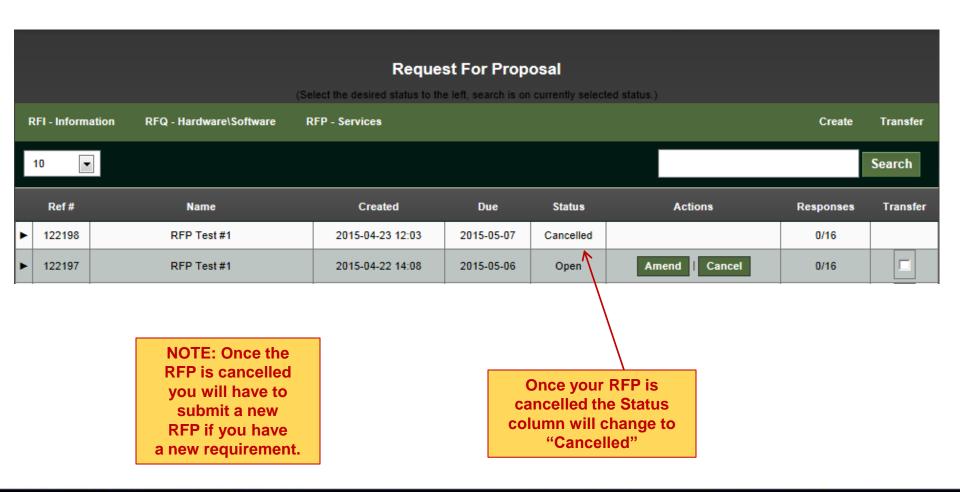
## **Canceling an RFP**





## **Canceling an RFP**







# **Transferring an RFP**

#### **Transferring an RFP**

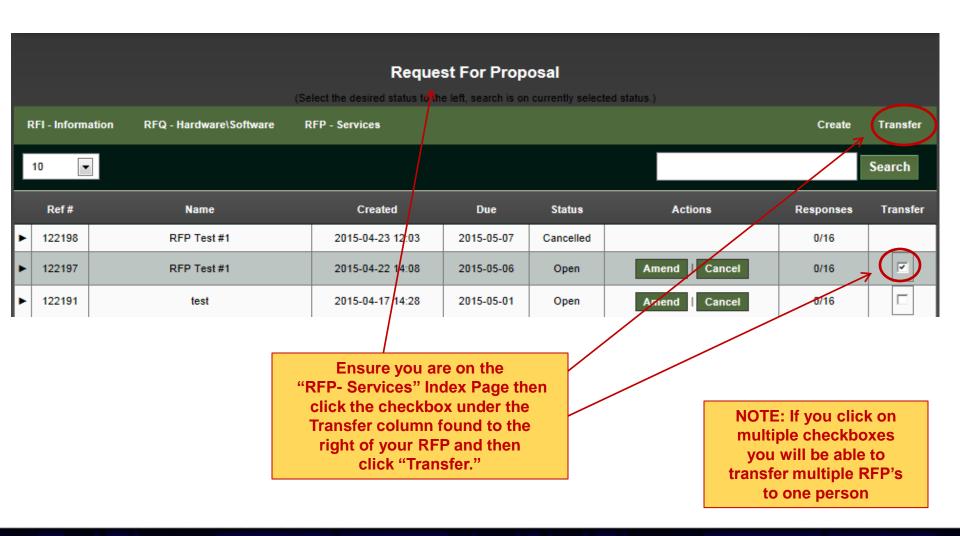


The **Transfer** feature allows you to:

- Transfer an RFP at any time in the process to another user
- User is able to transfer multiple RFP's at once to another user
- The person who submitted or anyone with administrative authority may transfer/reassign the RFP

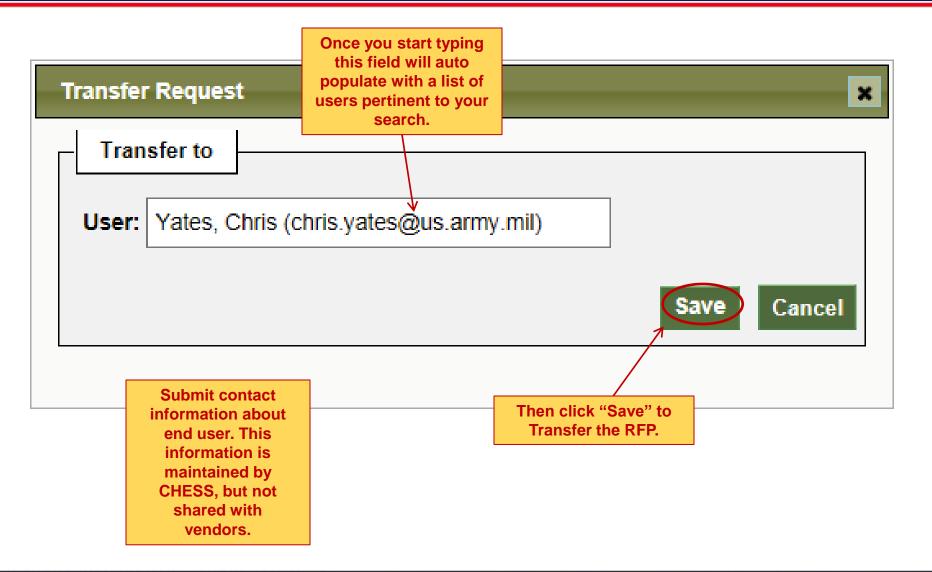
# How a Contracting Officer or Contract Specialist Transfers an RFP





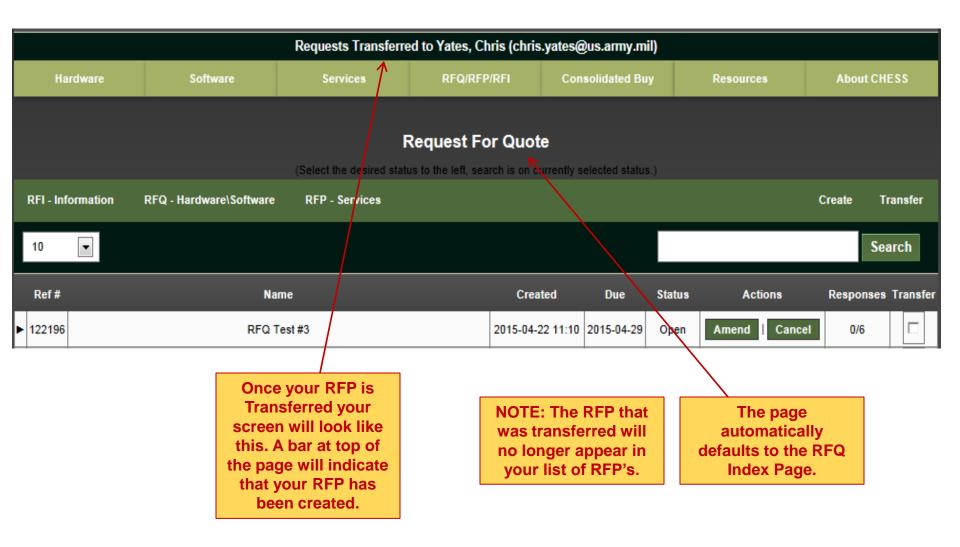
# How a Contracting Officer or Contract Specialist Transfers an RFP





# How a Contracting Officer or Contract Specialist Transfers an RFP



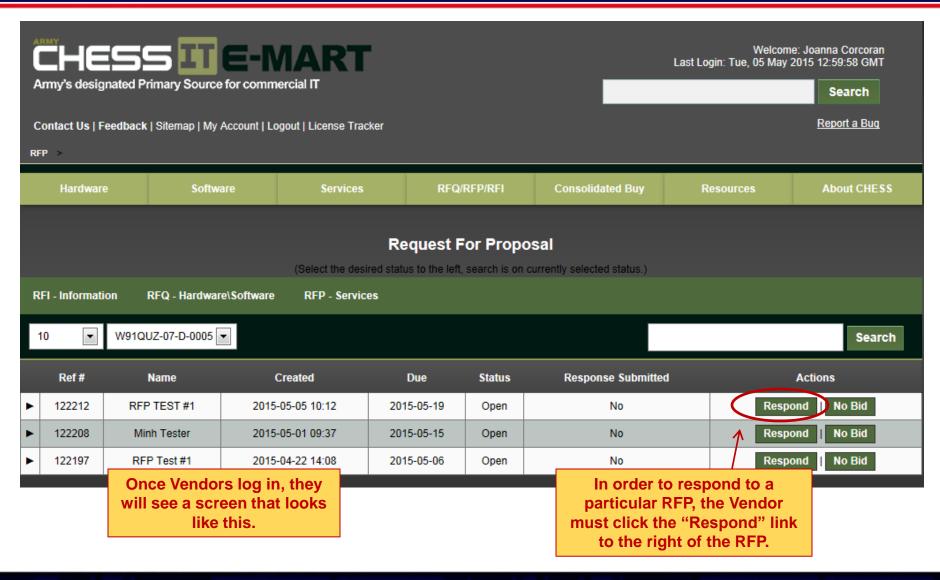




# Vendor View of RFP Submissions

#### **Vendor View of RFP Response**





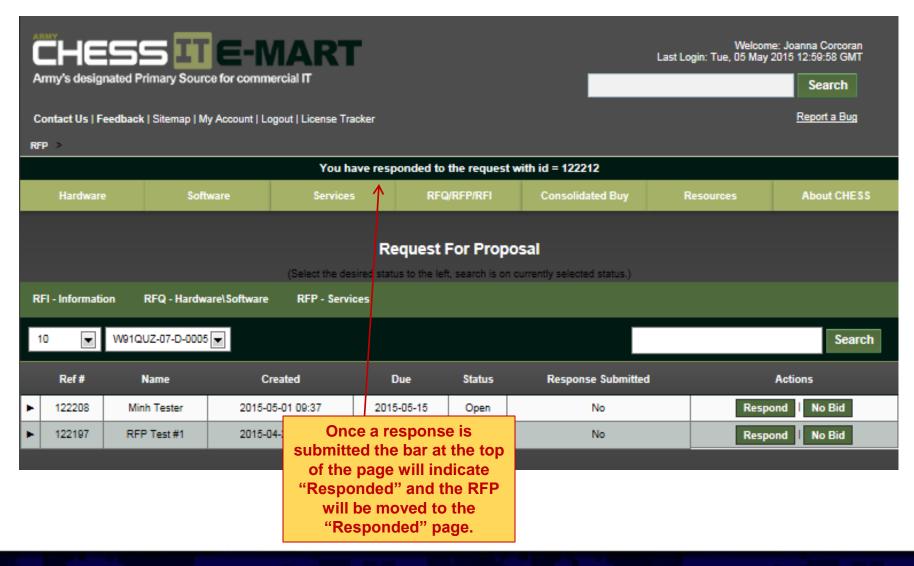
## **Vendor Responds to an RFP**



			×	
Response Comment  Characters left: 4000  Quote Total			form to sub (bid or "no subm docun Contract Contract S	uses an online omit a response, o bid"), but will it proposal nents to the ting Officer or specialist via the aments tool.
_ Attachments				
Only the following file types will be accepted:  • Adobe Acrobat PDF (.pdf)  • Excel (.xls & .xlsx)  • TIFF Files (.tif)  • WinZip Files (.zip)  • Word (.doc & .docx)			You may attach up to 5 files of 5MB each. (The system accommodates Word, Excel, PDF, TIF, and WinZip files)	
You may upload with a maximum file size of 5 megabytes (MB) per file.	Browse	Clear		
	Browse	Clear		
Vendor clicks "Respond" to submit RFP response	<u> </u>	Res	pond Cancel	

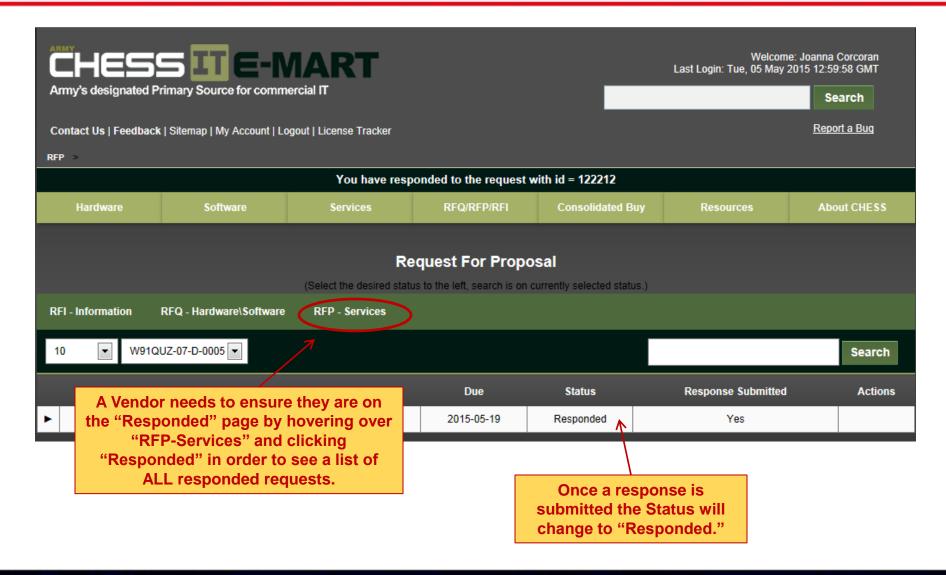
## **Vendor Responds to an RFP**





## **Vendor Views Responded RFPs**



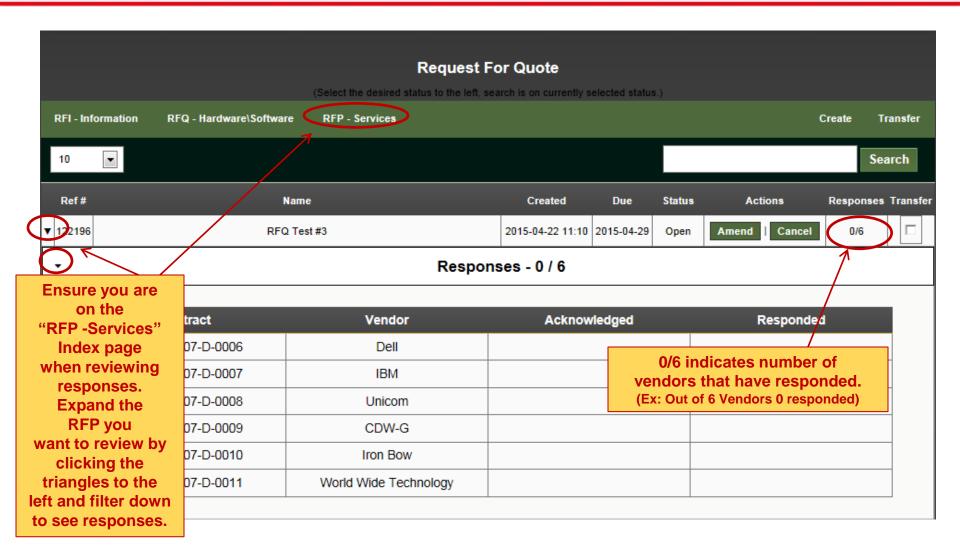




# Contracting Officer or Contract Specialist View of RFP Submissions

# A Contracting Officer or Contract Specialist Reviews Bids





#### Questions





For information about using IT e-mart, contact the CHESS Customer Support Team at <a href="mailto:armychess@mail.mil">armychess@mail.mil</a>

Or toll free at: (888) 232-4405